



U.S. Small Business
Administration

Success Story New Hampshire DISTRICT

Release Date: April 23, 2020

Release Number: 20-22

Contact: Cheryl Croto, Cheryl.Croto@sba.gov

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Granite Commercial Real Estate of Nashua is SBA's New Hampshire Minority Owned Small Business of the Year.

Megan Prieto Giokas has never looked for the easy path, but instead, the right one. Megan graduated at the top of her class with a bachelor's degree in Business from St. Anselm College in Manchester.

Megan's career began in Boston at a financial services firm before moving to a real estate firm in Bedford, focusing on technology, real estate, and finance. In 2009, Megan purchased Granite Commercial Group where she managed and supervised the day-to-day operations of the commercial brokerage company in New Hampshire and Massachusetts. In 2010, Megan founded Granite Commercial Real Estate where she has served as president for the last 10 years. Megan's vision, leadership, and passion have allowed Granite Commercial Real Estate to triple in size while earning the reputation as a leading provider of commercial real estate services, logistics, and information management services.



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Megan understands that she did not get to where she is today without the help of others, a fact she readily admits was instrumental in her success. During Granite Commercial Real Estate's infancy, Megan would turn to the New Hampshire Small Business Development Center (NH SBDC) for business advising and educational programs. This instruction expanded her educational foundation and furthered her business acumen within this competitive industry. Megan would also turn to the U.S. Small Business Administration (SBA) and NH Procurement Technical Assistance Center (PTAC) and SCORE-Merrimack Valley for guidance along the way. The PTAC helped Megan navigate the hyper-competitive world of government contracting and educated her on the importance of the SBA's federal contracting certification programs. Granite Commercial Real Estate is currently classified in the SBA's 8(a) Business Development Program and Historically Underutilized Business Zone (HUBZone) Program. Having these designations gives the company a competitive edge when pursuing opportunities in the government sector while providing a more diversified revenue stream. "Under Megan's leadership, Granite Commercial Real Estate has experienced tremendous growth since entering the agency's 8(a) program in 2015. It has allowed the company an opportunity to expand upon their core capabilities and diversify into new markets and opportunities. Megan is very dedicated and deserving of this recognition and we look forward to continuing to work with her throughout her time in the program and beyond," stated Rachael Roderick, Acting District Director. Over the years, the company has held national certification as a Women-Owned Small Business with the aid of the Center for Women & Enterprise (CWE).

A leader in the business community, Megan carries her passion and work ethic into the community where she contributes both her time and money to charitable causes. She is a graduate of the 2015 Leadership Greater Manchester Program, been a member of the Nashua Planning Board as well as the International Council of Shopping Centers (ICSC), the Real Estate Finance Association (REFA), the Association of Records Manager and Administrators (ARMA) and named the chair of the NH State Government Relations Committee for the ICSC. Within the community, Megan is described as an incredibly dedicated woman who has made a profound impact on the state through economic development, job creation, and perhaps most importantly, as a role model and mentor for women and minorities. Megan has tirelessly dedicated time in her community through involvement in Caring



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Canines, Catholic Charities, and the Moore Center Community Living Program where she spent time reading to those with developmental and intellectual disabilities. Her volunteer efforts also include working at the NH Food Bank and mentoring young professionals who are just beginning their careers in real estate. "I don't want to simply run a successful company, I want to do so in a way that everyone benefits," said Megan. "I want to be a role model and mentor, to support others as so many have supported me."

For more information on Granite Commercial Real Estate visit <https://www.granitecre.com/>

The SBA and the NH Bankers Association plan to re-schedule the awards recognition ceremony normally held in May to early fall due to the current restrictions in place. If you have any questions, feel free to contact Cheryl Croto - Cheryl.croto@sba.gov or by phone at 603-225-1407.